



Stanford eCorner

Magic Mondays

Brook Byers, *Kleiner Perkins Caufield & Byers*

April 20, 2005

Video URL: <http://ecorner.stanford.edu/videos/1305/Magic-Mondays>

Magic Monday is a meeting day for venture capitalists. Byers talks about the importance of Mondays in venture capitalist organizations.



Transcript

Every Monday is kind of meeting day for venture capitalists and I want to tell you about that day because if you want to understand how these firms work, you need to kind of get into the psychology of that. So all the partners spend the whole day, Monday, together. And the morning is usually spent in most firms in subgroups. There will be the life-science group and the wireless group and the consumer -- on the internet group, and clean tech -- clean energy group, subset groups, and they start rolling in the larger groups later in the morning and around noon everybody gets together and kind of shares what updates in what they're doing. And in the afternoon the management teams come in and present. And that whole -- that presentation is kind of the final exam. When you get to that point you're coming and you present all the partners and that's going to be a decision meeting. And it's really -- it's really all down to that. But that's kind of a construction of the Monday. And if you want funding, your goal is kind of to get to a Monday but you don't get there immediately.

So don't call up and ask can I come in on Monday and present.